Message Text

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R 270837Z JAN 78 FM AMCONSUL BOMBAY TO AMEMBASSY NEW DELHI INFO USDOC WASHDC SECSTATE WASHDC 7946 AMCONSUL MADRAS

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E. O. 11652: N/A

TAGS: BTRA, BEXP, IN

SUBJ: BUSINESS VISITOR - MR. JACK CONNERS, NATIONAL MACHINE TOOL BUILDERS ASSOCIATION, PITTSBURGH, PA. (NMTBA)

REF: (A) NEW DELHI 1208 (B) USDOC 1252

1. REFTEL A, WE MET WITH JACK CONNERS AT A MEETING ORGANIZED BY THE INDIAN MACHINE TOOL MFRS. ASSOCIATION ON JANUARY 25. CONNERS STATED THAT NMTBA HAS SELECTED INDIA (AND SAUDI ARABIA) FOR INTENSIVE SALES PROMOTION IN THE CURRENT YEAR. HIS VISIT IS MAINLY TO EXPLORE PROSPECTS OF BRINGING IN A TRADE MISSION, OR IN THE ALTERNATIVE TO ORGANIZE TECHNICAL SALES SEMINARS. INDIAN PARTICIPANTS AT THE MEETING WELCOMED NMTBA'S INITIATIVE AND OFFERED TO COOPERATE. IMTA FAVORED A TRADE MISSION VISIT DURING THE INDIAN MACHINE TOOL SHOW SCHEDULED IN BOMBAY IN EARLY 1979.

2. CONNER'S TENTATIVE ITINERARY IS AS FOLLOWS: BANGALORE JANUARY 28 - FEBRUARY 2 AND NEW DELHI FEBRUARY 3-7. HIS CONTACT IN BANGALORE IS HINDUSTAN MACHINE TOOLS, AND IN NEW DELHI HE IS LIKELY TO STAY EITHER AT ASHOKA, INTERCONTINENTAL OR AKBAR. IMTA HAS, AS YET, NOT GOT CONFIRMED RESERVATIONS FOR CONNER AT NEW DELHI. IT IS LIKELY THAT UNCLASSIFIED

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CONNERS MAY RETURN TO BOMBAY FOR ANOTHER ROUND OF CONSULTATIONS WITH IMTA AND MACHINE TOOL IMPORTERS.

3. CONNERS SHALL CONTACT YOU ON REACHING NEW DELHI.
HE STATED THAT NMTBA CHAIRMAN HAS WRITTEN A PERSONAL NOTE TO
THE AMBASSADOR CONCERNING CONNERS' VISIT. IMTA HAS WRITTEN
JOINT SECRETARY COUTO IN THE MINISTRY OF HEAVY INDUSTRY,

MRAGARUDACHAR, DEVELOPMENT OFFICER, DGTD (FOR BRIG. SAHANI) AND MR. HARI NANDA, ESCORTS, SEEKING APPOINTMENTS FOR CONNERS. IN ADDITION, HE MAY MEET WITH OFFICERS OF THE ASSOCIATION OF INDIAN ENGINEERING INDUSTRIES ASSEMBLED IN NEW DELHI FOR THE AIEI EXPOSITION.
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